Trends AN ANALYSIS OF EMERGING TRENDS IN THE SECURITIES INDUSTRY
Produced by the SIA Research Department

A9825-1

Vol. XI, No. 1 February 28, 1985

Keys To A Changing Securities Industry

A Summary of Presentations at the 1985 Trends Conference*

The 1985 Trends Conference was structured around a Delphi study of the securities industry in the late 1980s, conducted jointly by SIA and Arthur Andersen & Co. Conference speakers commented on the results of the study and its implications for the securities industry.

The Delphi study surveyed over 600 individuals involved in the securities business, as well as institutional and retail customers. Panelists were asked to make forecasts about: key forces driving change in the industry, structural changes that these forces may cause, and the types of strategic responses that individual firms might expect to make. The study, Keys to a Changing Securities World, raises issues of importance to the securities industry and discusses the possible implications of these issues. It is hoped that the information presented in the study will enable firms to make better informed and more profitable strategic decisions.

This Trends issue summarizes the results of the Delphi study as presented and commented on by industry executives at the Trends Conference.

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*The full transcript of the 1985 Trends Conference is available at $50. Conference registrants may obtain a copy for $25. An order form is enclosed.

THE SECURITIES INDUSTRY IN THE LATE 1980s

"Delphi Study Results on Future Trends In The Securities Industry: Part I"

Jeffrey M. Schaefer
Securities Industry Association

Key Forces Of Change

Panelists were asked to predict how external forces impacting the securities industry would shape the future. (See Table 1.) Not surprisingly, market trends look favorable. Average daily share volume on the NYSE is projected at 135 million shares in 1988, compared with 91 million in 1984. NASDAQ average daily share volume is projected to climb to 102 million shares by 1988 from 60 million shares in 1984. Trading in most futures and options is expected to rise sharply. Greater activity is projected overall for all markets. Nevertheless, projections represent a slowing down in the actual pace of this activity as compared with the exceptional growth rate of the 1978-83 period.

Despite much recent attention, regulatory changes were not ranked as important as other factors in driving change in the securities business. While most panelists expect a trend toward further deregulation of all sectors of the financial services industry, the regulator and legislator Delphi panelists do not necessarily agree that future changes will be "deregulatory" in nature. As for tax policy, in the summer of 1984, all panelists, except the securities industry, chose the flat rate tax concept as the number one major tax policy change that would best meet sound economic objectives. Securities industry executives singled out the elimination of the double taxation of corporate dividends as the top priority and the flat rate tax as a close second.

Competition is viewed as the number one force of industry change by panelists. For the retail securities business, this competition will stem from nonsecurities firms, with the diversified financial services companies posing the greatest threat. For the institutional business, competition from within the industry itself will be the most intense.

Customer preferences will be the second most important factor for future change. The Delphi survey polled customers as to what they would be seeking from providers of financial services in the future. There are distinct differences between what customers say they want and what providers think they want. Although the securities industry accurately ranked the priorities of money managers, the industry will have to put more emphasis on creativity as far as the corporate customer is concerned. The industry is much more attuned to the needs of retail customers, particulary the $65,000 and over income

group, than its competitors. However, neither the industry nor its competitors are aware of the high value customers put on firm image.

Structural Change

Media attention has focused on inter-industry consolidation in recent years. Delphi panelists, however, indicated that intra-industry consolidation would be much more common in the future, with profitability the primary motive for acquisition. Most acquisitions will mimic history. Panelists predicted a compound annual growth rate of 10% for industry capital in the 1984-88 period. In addition, the top 10 firms are expected to increase their revenue share at the expense of the firms below the top 25.

The industry's revenue mix will be different in 1988 than it is today and today is very different than five years ago. While commissions become relatively less important, trading and investment will become more important, continuing a trend of increased reliance on principal business. Moreover, the investment banking business is expected to continue increasing in relative importance.

Table I

Overall Ranking of the Future Impact of the Major Forces of Change

Forces of Change	Retail Business	Institutional Business
Competition Among Securities Firms	3	1
Competition From Non-Securities Firms	1	4
Customer Preferences	2	2
Deregulation/Reregulation	4	5
Economic Factors	5	3
Tax Policy	7	7
Technology	6	6

"Delphi Study Results on Future Trends
In The Securities Industry: Part II"

Marc H. Sternfeld
Arthur Andersen & Co.

The Delphi study panelists are predicting a slowdown in the expense increases of the past five years in categories such as occupancy and clerical costs. However, two categories of non-personnel costs that are expected to increase significantly are data processing and communications expenses. Not surprisingly, therefore, cost control was singled out as the most important factor affecting profitability of securities firms in the late 1980s. Moreover, a theme running through panelist responses is that the industry will continue to move away from the concept that all firms must offer all products to all customers. There appears to be a move toward more specialization in markets or products.

Based on gross activity forecasts for 1988, internationalization of markets will continue, with U.S. interest in foreign equities expected to outpace the increase of foreign interest in U.S. equities. Panelists believe that foreign companies will enter the U.S. market via joint ventures with U.S. investment banks and that U.S. firms will expand foreign offices.

Firm Response to Change

Firms will be targeting the same customers -- individual investors with incomes of $80,000 plus and middle market companies. Marketing will, therefore, become increasingly important. In terms of components of marketing, panelists indicated that they will be more aggressive in bringing products to markets. Input from the sales force will remain the industry's number one influence on product development. Although marketing's share of total expenses is predicted to increase dramatically, marketing was ranked low in influence on profitability. Evidently, the securities industry is still skeptical as to the affect of marketing on the bottom line.

Who will have the competitive advantage in the basic financial service products? There was almost universal agreement among the panelists that the securities industry will have the advantage in underwriting, trading, and research services. Banks, on the other hand, will have the advantage in discount brokerage, transaction-oriented activities and credit products. However, in financial planning, neither securities firms nor banks are expected to have the advantage.

The role of the account executive is expected to evolve into that of a financial advisor supported by salaried experts. However, competitors indicated that there will be

less importance on the account executive, suggesting that they will try to offer a service less dependant on personal relationship and more dependant on technology. Direct mail is seen as the most popular alternative distribution method.

Panelists predict greater resource allocation to technology. Reduction of costs will be the major influence on technology expenditure decisions. Nevertheless, despite projected commitment to technology, neither the securities industry nor its competitors believe it is vital to the success of their firms. The top three critical success factors for a securities firm in the late 1980s were: management skills, identifying niches, and attracting and retaining quality people.

MANAGEMENT STRATEGIES TODAY AND TOMORROW

"Opportunities and Concerns of the 1980's"

George L. Ball
Prudential-Bache Securities Inc.

There are several factors which would seem to omen gloom for the securities business: dimished retail stock market participation, the likelihood of reduced institutional rates, increased probability of bank entry into the corporate investment banking sector, and continued volatility in the fixed income markets. Moreover, there are high fixed costs, proposed tax reforms that could dramatically impact tax-shelter sales, and the increasing unwillingness of investors to pay high rates for average results.

Nevertheless, there are some potentially positive aspects to what may appear as a hostile future environment. According to a recently conducted strategic survey by Pru-Bache, the retail investor has not vanished but has become increasingly selective as to when he or she participates in the stock market. Indeed, affluent households, those with incomes of $50,000 and above, are a rapidly growing sector and are expected to save more via IRAs, Keoghs, etc. in the future. Moreover, the number of affluent individuals in the wealth-accumulation phase of their life cycles, ages 45-55, is expected to grow by 53% between now and 1990. About 88% of these individuals say a skilled financial advisor will be an absolute necessity. For firms that create and deserve an image of being skilled and trusted, this presents a tremendous opportunity. Finally, the survey showed that corporations are going to need more external capital in years ahead.

From a strategic point of view, it's clear markets have changed. In other words, fans have not changed, they are simply not drawn to the ballpark by the same old game. Firms must devise new ways to bring fans back to the stadium. The securities industry should start marketing equities -- the bread and butter of the industry which has been neglected for

too long by diversification-minded firms. In that respect, the failure of the industry to use its skills has been in part responsible for the withdrawal of the retail investor from the marketplace.

The key to the future lies in better investment ideas development, research and training. The vistas of financial planning are far better and broader today than a few years ago. To the extent that a disciplined and thoughtful approach to markets typifies a firm's account executives, victory is achievable. Improving AE investment acuity, however, requires that management itself become actively involved in the identification and articulation of exciting investment opportunities.

"Controlling Costs: Problems & Opportunities"

Benjamin F. Edwards
A.G. Edwards & Sons, Inc.

Delphi panelists believe that controlling costs is the number one influence on profitability. (See Table 2.) At A.G. Edwards, controlling costs is an attitude that has been developed on a firmwide basis. First, a common firm goal was established -- what type of firm to be, what markets to approach and how to do it. A consistent compensation system was implemented whereby no one, with the exception of the investment broker, has ties to gross revenues. Since bonuses are paid out of overall firm profits, each department's efforts are dedicated to serving the investment broker and client.

Table 2

Ranking of Profitability Factors

Factors	Securities Firm CEOs	Competitor CEOs
Cost Control	1	1
Customer Service	2	2
Perceived Quality of Products/Services	3	5
Marketing	4	3
Uniqueness of Products/ Services	5	6
Pricing	6	4

Source: Keys to a Changing Securities World

In the 1970s, A.G. Edwards learned that cost control can be a very painful challenge. Over confidence fostered by the boom period of the late 1960s had permitted expenses to grow uncontrollably. In April 1970, the firm projected that it could lose money at the same rate for about five months before going under. This drastic forecast called for drastic action.

Executive salaries were cut for the third time and everyone else's also. A 10% cost cut was thought necessary. However, given high fixed costs, this translated into a 20% cut in human costs. Each department was directed to cut costs as best they could. To management's astonishment, every department except one made cuts larger than 10%. The creativity demonstrated on a firmwide basis included the establishment of the "Scotch week," whereby individuals voluntarily worked a shorter week in lieu of being laid off.

Controlling costs also involves knowing what type of business a firm wants to be in. A.G. Edwards has, thus, concentrated mainly on the brokerage business and diversified only insofar as they felt their sales force could handle it. Vertical integration, the manufacturing of products, has been resisted for a two-fold reason: the threat of losing objectivity in giving investment advice and the avoidance of higher fixed costs.

A.G. Edwards believes in giving considerable responsibility to each department manager as it results in higher quality business decisions. As these individuals are intimately involved in the everyday operations of the firm, they are often best qualified to make a decision involving their department's function. A Job Operation Improvement program has also been implemented that allows 15 people from various positions in the firm to work jointly on cost-controlling ideas. While both small and large factors contribute to controlling costs, at A.G. Edwards the single most important factor in cost control is people.

DELPHI STUDY IMPLICATIONS FOR SPECIFIC BUSINESSES

"The War for Institutional Commissions"

James Balog
Drexel Burnham Lambert Inc.

Commission rates are coming down, while costs for personnel and new technology are going up. The "third party" business -- the practice of giving back to institutions a part of the commission that pays for research, custodian fees and other services ordered by money managers and pension plan sponsors -- puts a further squeeze on the commission dollar. Despite this squeeze, less than 5% of industry respondents in the Delphi study believe firms will abandon research

departments. Why? The answer lies in the fact that research is important to institutions, and the institutional equity business is the lynchpin of the structure of most major firms.

What makes the business so volatile? Soaring fixed costs coupled with large capacity in the institutional end of the business. While higher volumes support the industry in the good times, rates get chopped in slow times. The diversion of some volume to the third-party business has exacerbated problems. A 25%, and possibly as much as 40%, slice of the $3 billion institutional commission pie is being used by money managers to pay for third-party research. A recent permutation in the third-party business is the direction of commissions by plan sponsors.

Even regulatory intervention into some abuses in the third party area will not roll the clock back to the 1960s. As a consequence, the securities industry will shift its capital use to more proprietary trading. Other steps taken may mean that more of the research department's time will be used for in-house purposes. More rational compensation schemes for all -- analysts, salesmen and traders -- are under way. New entrants to the securities business may even finance greater competition for the institutional commission dollar. However, it's well to remember that the law of supply and demand operates for both old participants and new challengers.

"The Retail Securities Business"
Peter F. Muratore
E.F. Hutton & Company, Inc.

All Delphi panelists predictably suggest that competition will continue to be the driving force of change in the securities industry. However, the real value of the Delphi study lies in the predictions of competitors, observers, and others for the securities industry. Our own understanding of the securities industry coupled with an understanding of how competitors and others view the industry should provide the basis for industry response to future change.

The securities industry must keep in mind that nearly every investor has multiple client relationships and that our competitors may not necessarily be trying to take our clients away from us, but rather expanding their ties to their own long-term clients by recognizing more of those client needs. One advantage that securities firms have in meeting future competition is the strength and value of personal relationships. The industry's response to increased competition could be a greater focus on service, greater personal attention to clients, and more information flow related to the client's specific needs as an investor.

The projected growth of equity-based services leads to another important Delphi finding: the role of the account executive could evolve to that of a financial advisor, assisted by salaried personnel with expertise in specialized areas. If, in fact, this develops, what new training programs should be put in place to support him? What compensation structure would be appropriate? The study easily leads us to imagine the development of multi-tiered sales forces as well as much greater use of non-personal sales tools, such as direct mail and other new, easy-access technologies.

The most critical factor contributing to the profitability of securities firms in the late 1980s is expected to be cost control, with the industry indicating that they will focus on technology and increased employee productivity in their efforts to control costs. Competitiors will use technology to create new products, while the industry will use technology, first, to keep current customers and, second, to reduce costs. Technology, however, can be a two-edged sword, and the industry seems to have confused perceptions of what it can do. This suggests that the industry needs a very clear picture of what clients it wants to keep or acquire and what technologies will help serve them better and more efficiently.

In reviewing customer preferences, the most important implication in the Delphi report is that securities firms must make a concentrated effort to be more informed about customer values. Yet, both the securities industry and its competitors rank direct customer information as the least important influence on product development. (See Table 3). More focused market research and market planning are absolute keys to the future. If the industry does not know what customers want and

Table 3

Ranking of Product Development Influences

Factors	Securities Firm Senior Management	Competitor CEOs
Sales Force Feedback	1	3
Recognition of Market Need	2	1
Introduction of a Product by a Competitor	3	2
Direct Customer Information	4	4

Source: Keys to a Changing Securities World

does not provide a comfortable environment for customers to make investment decisions, we can be sure that our competitors will.

"The Origination & Distribution of Securities"
Professor Samuel L. Hayes, III
Harvard University
Graduate School of Business Administration

There are several factors that are important for the future course of the investment banking business. These are: globalization and institutionalization of markets, increased volatility, growing demands for capital, sophistication of customers, and competition from firms traditionally outside the securities business. These factors have not only shaped the working environment, but led to additional forces of change. For example, many "synthetic" securities have been devised to meet changing markets and issuer demands. In addition, there has been a movement toward de facto competitive bidding underwriting, with Rule 415 playing an important role.

For the wholesale investment banking firm, these changes mean the firm must be prepared to be represented in a wide variety of markets -- geographic, product, and maturity markets. Trading will take on particular importance in the future, as firms will be required not only to create new instruments but to provide the liquidity necessary to make those instruments attractive to a variety of investors.

There will be some fragmentation of investment banking relationships in the future, with corporate CFOs doing ad hoc shopping for creativity and the ability to deliver on that creativity. (See Table 4.) Nevertheless, traditional relationships will not be "out the window" as CFOs will continue to want a "life line" to the investment banking community. Professor Hayes believes that the leading wholesale firms have taken measures necessary to protect their leading position in the investment banking business. Thus, it will be very difficult for other securities firms to gain a leading edge in the wholesale market and even more difficult for outsiders to enter the business.

Professor Hayes finds the issue of due diligence as related to Rule 415 offerings troublesome. Of the 1,400 S3-reporting firms, only the largest, constituting a narrow range, have used shelf registrations thus far. When other companies in this qualifying group begin to use shelfs, there could be reluctance on the part of the investment banks to bid on the offering. The end result may be some innovative and creative developments, such as the farming out of the due diligence requirements to a third-party insurer.

Table 4

Changing Priorities of Corporate Underwriting Clients

Panel	Prior Relationship		Creativity	
	Now	Future	Now	Future
Securities Industry	1	2	4	3
Corporate CFOs	1	4	3	1
Competitors	1	2	4	4

Source: Keys to a Changing Securities World

Where will investment banking firms continue to derive large revenues from? Classic underwriting revenues may not be sustained in the future, and competition for M&A business in the middle market will be very intense. As is true for securities firms in general, the large investment banks have to support large fixed costs. Thus, Professor Hayes believes that, as investment banks increasingly develop into large, almost corporate-like organizations, the wholesale boutique, where there is low overhead and highly motivated individuals, may find a viable niche.

Carolyn Hildebrandt
Assistant Vice President

SECURITIES INDUSTRY STATISTICS

VOLUME

	DECEMBER 1984	YEAR-TO-DATE 1984	DECEMBER 1983	YEAR-TO-DATE 1983	% CHG. Y-T-D 1984 - 1983
AVERAGE DAILY SHARE VOLUME ON					
NYSE (MILS.)*	89.0	91.1	88.0	85.4	6.7%
AMEX (MILS.)*	7.3	6.1	6.9	8.2	(25.6)
NASDAQ (MILS.)*	64.6	59.9	63.2	62.8	(4.6)
REGIONAL EXCHA' E (MILS.)*					
DOLLAR VALUE OF SHARES TRADED ON					
NYSE (MILS.)	56,449	764,738	63,770	765,276	(0.1)
AMEX (MILS.)	1,573	21,466	1,814	30,136	(28.8)
ODD-LOT SHARES PURCHASED ON NYSE (THOUS.)	4,688	70,459	6,517	87,854	(19.8)
ODD-LOT SHARES SOLD (INCLUDING SHORT SALES) ON NYSE (THOUS.)	14,475	167,086	14,082	168,303	(0.7)
NYSE BLOCK VOLUME AS A PERCENT OF TOTAL SHARES TRADED	46.8	49.8	49.9	45.6	----
CONTRACTS TRADED (THOUS.)					
CBOE OPTIONS	9,823	123,274	9,578	82,469	49.5
AMEX OPTIONS	3,509	40,105	3,405	38,667	3.7
COMMODITY	9,765	149,372**	9,926	139,925	6.8

* *MONTHLY AVERAGE*

** NEW HIGH

YIELDS
(MONTHLY AVERAGES)

	DECEMBER 1984	DECEMBER 1983	Basis Point Chg. Dec. 84- Dec.83
BOND BUYER INDEX (20 BOND)	9.9	9.9	0
CORPORATE BOND YIELDS (MOODY'S)			
Aaa CORPORATE	12.71	12.57	14
Baa CORPORATE	14.19	13.75	44
RATIO Aaa CORPORATES TO Baa CORPORATES	0.90	0.91	--
MUNICIPAL BOND YIELD (MOODY'S)	10.10	9.34	76

PRICES
(END OF MONTH)

	DECEMBER 1984	DECEMBER 1983	% CHANGE Dec.84 - Dec.83
DOW JONES INDUSTRIALS	1211.57	1258.64	(3.7)
STANDARD & POOR'S 500	167.24	164.93	1.4
NYSE COMPOSITE	96.38	95.18	1.3
AMEX MARKET VALUE INDEX	204.26	223.01	(8.4)
VALUE LINE COMPOSITE	177.98	194.35	(8.4)
NASDAQ COMPOSITE	247.35	278.60	(11.2)

UNDERWRITING
(DOLLARS IN MILLIONS)

	DECEMBER 1984	Yr.-To-Date 1984	DECEMBER 1983	Yr.-To-Date 1983	% CHANGE Dec. - Dec.	% CHANGE 1984 - 1983
CORPORATE FINANCING* (Gross New Issues)						
Total	6,080	82,177	5,516	102,406	10.2%	(19.8)%
Common Stock	686	8,922	1,968	39,122	(65.1)	(77.2)
# Of Common Stock Issues	36	557	131	1,633	(72.5)	(65.9)
Preferred Stock	90	3,932	371	8,670	(75.7)	(54.6)
# Of Preferred Stock Issues	4	70	9	132	(55.6)	(47.0)
Corporate Debt	5,303	69,323	3,177	54,614	66.9	26.9
# Of Corporate Debt Issues	56	784	42	643	33.3	21.9
MUNICIPAL FINANCING* (Gross New Issues)						
Total	12,329	123,876	11,114	119,196	10.9%	3.9%
Notes	695	30,539	1,977	35,848	(64.8)	(14.8)
Bonds	11,634	93,337	9,137	83,348	27.3	12.0
# of Bond Issues	367	5,332	478	6,290	(23.2)	(15.2)
Negotiated Bonds	9,729	70,913	6,316	59,652	54.0	18.9
Revenue Bonds	9,354	66,959	6,770	58,780	38.2	13.9

*Preliminary Figures

These tables were prepared by Karin Ford

MUTUAL FUNDS
(DOLLARS IN MILLIONS)

	DECEMBER 1984	Year-To-Date 1984	DECEMBER 1983	Year-To-Date 1983	% Change Y-T-D 1984 - 1983
NET SALES	1,255.2	17,248.4	1,350.1	18,162.9	(5.0)%
NET PURCHASE OF COMMON STOCK*	114.5	4,432.2	751.1	12,651.9	(65.0)
NET PURCHASE OF OTHER SECURITIES*	647.3	9,458.5	498.2	2,613.0	262.0
MUTUAL FUND CASH POSITION	10.6	----	8.8	----	-----

*EXCLUDES MONEY MARKET, MUNICIPAL BOND AND OPTION FUNDS

MARGIN DEBT

	DECEMBER 1984	DECEMBER 1983	% CHANGE Aug.84 -Aug.83
MARGIN DEBT OUTSTANDING ($MILS)	22,470	22,720	(1.1) %
NET CHANGE IN MARGIN DEBT ($MILS)	(250)	9,740	(102.2)
% OF ACCOUNTS WITH EQUITY UNDER 40%	11	10	------

FINANCIAL DATA FOR NYSE FIRMS DOING A PUBLIC BUSINESS
(MILLIONS OF DOLLARS)

	THIRD QUARTER 1984	Yr.-To-Date 1984	THIRD QUARTER 1983	Yr.-To-Date 1983	% Change 3rd Q.1984 3rd Q.1983	Yr.-To-Date % Change 1984 - 1983
REVENUE						
SECURITIES COMMISSION INCOME	$1,760	$5,379	$1,981	$6,482	(11.1)%	(17.0)%
REALIZED AND UNREALIZED GAIN OR LOSS IN TRADING AND INVESTMENT	2,332	5,702	1,712	5,921	36.2	(3.7)
PROFIT OR LOSS FROM UNDERWRITING AND SELLING GROUPS	659	1,835	872	2,724	(24.4)	(32.6)
TOTAL REVENUE	8,308	22,681	7,149	22,317	16.2	1.6
TOTAL EXPENSES	7,617	21,577	6,407	18,812	18.9	14.7
NET INCOME BEFORE TAXES	691	1,104	742	3,505	(6.9)	(68.5)
PERCENT OF FIRMS SHOWING LOSS	30.9%	38.7%	24.3%	9.8%	----	----

RECENT INTERESTING READING AND STATISTICAL MATERIAL

ITEM	DESCRIPTION	SOURCE
Keys To A Changing Securities World	Delphi study of securities industry in the late 1980's, on which this Trends issue is based.	Communication Services (KCS4AF) Arthur Andersen & Co. 69 West Washington St. Chicago, Illinois 60602 $50 SIA members; $75 others
"Bank Entry Into Securities Brokerage: Competitive And Legal Aspects"	Four-part article reviews: structure and behavior of the securities industry since 1975; goals and operations of bank securities brokers; legal and regulatory aspects of bank securities brokerage; and public policy implications of bank entry into securities brokerage. Article concludes: So long as banks offer new services from an impartial position, as agent for customers, and with no principal interest in particular securities, it would be anticompetitive and inefficient not to allow the national process of innovation to proceed.	New England Economic Review Federal Reserve Bank of Boston November/December 1984
"Structural Change And Slower Employment Growth In The Financial Services Sector"	New York City's post-1978 economic revival has been largely due to rapid employment growth in the banking and securities industries. These industries account for 40% of the new jobs created in the city since the turnaround began. In the future, total U.S. employment in these industries is likely to grow much more slowly, but NYC's financial services sector may fare somewhat better than the U.S. as a whole. Article reviews reasons for rapid growth and expected slowdown, with special focus on NYC.	Quarterly Review Federal Reserve Bank of New York Winter 1984-85

ITEM	DESCRIPTION	SOURCE
The Financing And Regulatory Capital Needs of The Securities Industry	Report describes the net capital and other financial responsibility rules, the reasons for their enactment, and their evolution over time. It examines how the capital needs of the securities industry have been affected by trends in the industry's financial structure and regulations, and analyzes the financing and regulatory capital needs of various kinds of broker-dealers. For example, the report shows how the rules place different capital requirements on broker-dealers, depending upon which of two measures of capital adequacy is used. The SEC published the report to assist commentators who may wish to respond to the various policy issues raised in a recent release (No. 34-21651) on the future course of the financial responsibility rules for broker-dealers.	Directorate of Economic and Policy Analysis SEC 450 Fifth Street Washington, D.C. 20549
Economic Report Of The President	Report of the President along with the Annual Report of the Council of Economic Advisers reviews the progress of the economic recovery program in 1981-84 and gives the outlook for 1985-90. Major chapters include: The Federal Budget and the Economy, The United States in the World Economy, and The Market for Corporate Control. Detailed statistical tables relating to national income, employment, and production, with many dating back to start of collection effort, 1929.	Superintendent of Documents U.S. Government Printing Office Washington, D.C. 20402
Comparison of Current Tax Law, Bradley-Gephardt, and Kemp-Kasten Tax Bills	Three page table prepared by the CBO comparing major provisions affecting individuals and business.	Bureau of National Affairs, Taxation and Accounting 1/31/85